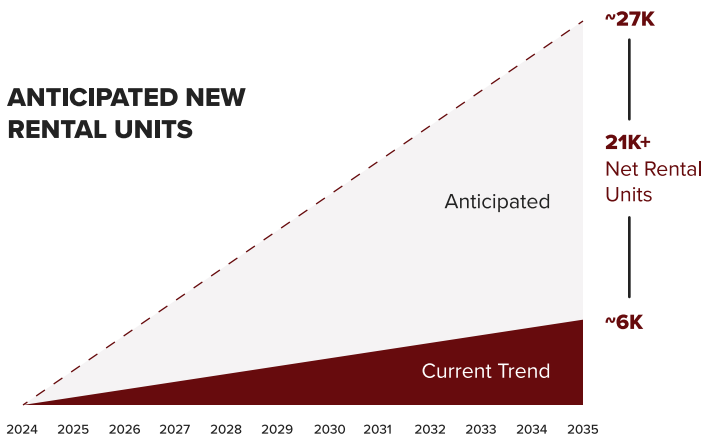


UNLOCKING MORE HOUSING SUPPLY ACROSS CANADA

Hotel investors are experienced developers who can add housing through mixed-use hotel / long-term rental projects—without requiring a new federal program.

UNLOCKING NEW HOMES WITH TARGETED CMHC CHANGE

Increasing the commercial component to 50% under CMHC's mortgage insurance program could unlock 21,000+ long-term rental units and 14,000+ hotel rooms over the next decade—supporting 9,400+ jobs and generating new economic activity and government revenue.



VIABLE PROJECTS ARE FALLING THROUGH THE ELIGIBILITY GAP

Many mixed-use hotel and residential developments could contribute meaningfully to housing supply but do not qualify for CMHC mortgage insurance.



Source: CBRE Hotels; Lodging Econometrics. Hotels Canada modelling.

MONTREAL MIXED-USE PROJECT: 150 AFFORDABLE UNITS LOST

A \$502-million mixed-use proposal originally included 150 affordable rental units. The project faced uncertainty around how the hotel component would be treated under CMHC's mortgage insurance program and was ultimately redesigned, resulting in the loss of 150 affordable rental units.

FEDERAL ACTIONS

- ✓ Remove barriers to CMHC mortgage insurance for eligible mixed-use hotel/rental projects.

